

Message Text

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ACTION EB-11

INFO OCT-01 ARA-16 ISO-00 COME-00 NIC-01 TRSE-00 OMB-01

EUR-25 CIAE-00 DODE-00 PM-07 H-03 INR-10 L-03 NSAE-00

NSC-10 PA-04 RSC-01 PRS-01 SPC-03 SS-20 USIA-15 AID-20

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E.O. 11652: N/A

TAGS: ECON, ETRD, EFIN, EIND, CU, AR

SUBJECT: FIAT SALE OF RAILWAY MATERIAL TO CUBA

REF: A. BA 283, B. BA 9322 28 DEC 73

BEGIN UNCLASSIFIED

1. LOCAL PRESS REPORTED TODAY SIGNING OF ADDITIONAL CONTRACT BETWEEN CUBAN TRADE MISSION AND FIAT CONCORD, LOCAL SUBSIDIARY OF FIAT S.P.A., FOR SALE OF 340 UNITS OF RAILWAY ROLLING STOCK AND PARTS WITH TOTAL VALUE OF 80.5 MILLION DOLLARS. FIAT CONCORD WILL ALSO PROVIDE TECHNICAL ASSISTANCE AND TRAINING FOR CUBAN PERSONNEL. DELIVERIES WILL COMMENCE FIRST QUARTER CY1975 AND END SECOND QUARTER CY1977. GOA SUBSECRETARY FOR FOREIGN COMMERCE MARTINEZ ANNOUNCED AT SIGNING THAT CUBAN DELEGATION HAS SIGNED TOTAL OF 29 CONTRACTS WITH 22 ARGENTINE FIRMS WITH TOTAL VALUE 262.7 MILLION DOLLARS.

2. UNITS COVERED BY LATEST FIAT CONCORD AGREEMENT INCLUDE:
20 DIESEL-ELECTRIC LOCOMOTIVES, TYPE FIAT MLW; 185 AIR-CONDITIONED PASSENGER COACHES; 20 SELF-SERVICE RESTAURANT COACHES; 15 MIAL
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COACHES; 50 FIRST-CLASS SELF-PROPELLED PASSENGERS COACHES AND

50 FIRST-CLASS PASSENGER COACHES. REPLACEMENT PARTS COMPRISE
10 PERCENT CONTRACT VALUE.

3. MARTINEZ STATED THAT CUBAN MISSION CONTINUING CONVERSATIONS
WITH ADDITIONAL FIRMS FOR PURCHASES IN AREA OF 50 MILLION
DOLLARS. SUBSECRETARY DID NOT IDENTIFY ANY OF THESE AS US
SUBSIDIARIES, BUT STORY IN LA NACION REPORTS HE DID SAY THAT
DISCUSSIONS WITH SOME US COMPANIES WERE FAR ADVANCED AND THAT
QUOTE IT IS THEREFORE PROBABLE THAT THE RESPECTIVE AGREEMENTS
WILL BE SIGNED IN THE NEXT FEW DAYS END QUOTE. END UNCLASSIFIED

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4. PRESIDENT OF CHRYSLER SUBSIDIARY AND OFFICIALS OF FORD
ARGENTINA INDICATED TO EMBOFFS THIW WEEK THAT SIGNATURE OF SALES
CONTRACTS WITH CUBANS NOT PROBABLE WITHIN PERIOD STATED
BY MARTINEZ, BECAUSE OF OBVIOUS PROBLEM OF WAIVERS FROM TREASURY.
LOCAL FORD PRESIDENT AND OFFICIALS (EVACUATED TO BRAZIL ON NOV 22)
NOW EN ROUTE DEARBORN FOR FURTHER DISCUSSIONS WITH FORD MOTOR AND
SUBSEQUENTLY WITH TREASURY. CHRYSLER HAS INDICATED NO COMMITMENTS
UNDERTAKEN WITH CUBANS BEYOND WHAT WE OUTLINED IN REF B. GOA
OBVIOUSLY STEPPING UP PUBLIC AND PRIVATE PRESSURES, HOWEVER, USING
FIAT DEALS TO BACK US COMPANIES INTO CORNER. END LIMITED OFFICIAL USE
KREBS

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